

Message Text

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C O N F I D E N T I A L PARIS 13922

E. O. 11652: GDS

TAGS: ETRD, EEC, FR

SUBJECT: NIXON- POMPIDOU SUMMIT - MULTILATERAL TRADE NEGOTIATIONS
AGENCIA ITEM II (B)

REF: PARIS 11891

1. WE BELIEVE THAT ONE OF THE PRIMARY GOALS OF THE SUMMIT MEETING SHOULD BE TO RELIEVE THE STRONG AND PERSISTENT FRENCH SUSPICIONS ABOUT U. S. OBJECTIVES IN THE MULTILATERAL TRADE NEGOTIATIONS. IN BRIEF. THE FRENCH FEAR; (A) THAT THE U. S. WILL TRY TO USE ITS LEVERAGE IN THE DEFENSE AND MONETARY AREAS TO EXTRACT UNILATERAL TRADE CONCESSIONS FROM EUROPE; AND (B) THAT THE US SEEKS TO DESTROY OR AT LEAST TO WEAKEN GREATLY THE COMMON AGRICULTURAL POLICY.

2. THESE FEARS ARE VISIBLY HARDENING GOF ATTITUDES TOWARD THE TRADE NEGOTIATIONS. UNLESS WE MOVE QUICKLY TO DAMPEN FRENCH SUSPICIONS ABOUT OUR TRADE OBJECTIVES, FRENCH HOSTILITY WILL INEVITABLY BE REFLECTED IN A RESTRICTIVE AND DEFENSIVE EC NEGOTIATING MANDATE WHICH COULD THREATEN THE SUCCESS OF THE NEGOTIATIONS BEFORE THEY EVEN BEGIN.

3. AT THIS POINT, OUR PRIMARY OBJECTIVE VIS- A- VIS THE FRENCH AND THEIR EC PARTNERS SHOULD BE TO INSURE THAT THEY COME INTO THE NEGOTIATIONS WITH A FLEXIBLE AND CONSTRUCTIVE ATTITUDE. THIS SEEMS PARTICULARLY TRUE IN THE AREA OF AGRICULTURE WHERE THE FRENCH ARE
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MOST DEFENSIVE. THUS, WE BELIEVE THAT OUR INTEREST IN OBTAINING A MEANINGFUL LIBERALIZATION OF AGRICULTURAL TRADE IS BEST SERVED AT THIS POINT BY REFRAINING FROM DIRECT ATTACKS ON THE CAP ITSELF. SUBSTANTIAL CHANGES IN THE CAP TO MAKE IT MORE RESPONSIVE TO ECONOMIC REALITIES APPEAR POSSIBLE. IN ANY CASE OVER THE MEDIUM TERM AS A RESULT OF CONSUMER DISCONTENT, THE INCREASED DIVERSITY OF NATIONAL INTERESTS IN THE EC OF NINE, AND THE CAP'S OBVIOUS FAILURE TO DEAL WITH THE PROBLEM OF SMALL FARM INCOME. US EFFORTS TO FORCE THE PACE OF CAP REFORM MAY ACTUALLY TEND TO DELAY IT. EVEN WHEN WE PREFACE OUR COMMENTS WITH THE STATEMENT THAT WE DO NOT WANT TO DESTROY THE CAP, WE TEND TO REINFORCE FRENCH INSISTENCE THAT ALL EXTERNAL PRESSURES FOR MODIFICATION OF INTERNAL EC POLICIES MUST BE FIERCELY OPPOSED. IF WE CAN OBTAIN IN THE NEGOTIATIONS EC AGREEMENT TO A SET OF GOALS FOR WORLD AGRICULTURAL TRADE ACCEPTABLE TO US, THE QUESTION OF HOW THE CAP MUST BE MODIFIED TO SUPPORT THESE GOALS BECOMES A PROBLEM FOR THE EC ITSELF.

4. WE HAVE BEEN ACTIVELY TRYING TO CORRECT FRENCH MISAPPREHENSIONS ABOUT U. S. TRADE OBJECTIVES. BUT THESE EFFORTS WILL HAVE ONLY LIMITED SUCCESS UNLESS PRESIDENT POMPIDOU HIMSELF IS CONVINCED THAT WE WILL ADHERE TO THE PRINCIPLE OF GLOBAL RECIPROCITY AND THAT WE DO NOT WANT TO DESTROY THE CAP. THEREFORE, WE SUGGEST THAT PRESIDENT NIXON STRESS THE FOLLOWING POINTS:

-- THAT WE ARE NOT SEEKING UNILATERAL ADVANTAGES IN TRADE NEGOTIATIONS AND THAT WE REMAIN COMMITTED TO THE CONCEPT OF GLOBAL RECIPROCITY AS SET FORTH IN THE FEB. 1972 JOINT EC- US DECLARATION.
-- THAT WE WILL INSIST THAT AGRICULTURE BE INCLUDED IN A MEANINGFUL WAY IN THE TRADE NEGOTIATIONS.
-- THAT THE US DOES NOT CHALLENGE THE FUNDAMENTAL PRINCIPLES OF THE CAP. OUR OBJECTIVE IS A SUBSTANTIAL EXPANSION OF WORLD TRADE IN AGRICULTURE AND WE SEEK A FULL AND CONSTRUCTIVE EXAMINATION OF HOW THIS CAN BE ACHIEVED.
-- THAT WE ARE WILLING TO PUT OUR OWN AGRICULTURAL TRADE BARRIERS ON THE NEGOTIATING TABLE AS A CONTRIBUTION TO THE LIBERALIZATION OF WORLD TRADE IN AGRICULTURE.
IRWIN

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